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**HRM624 CONFLICT MANAGEMENT
SOLVED QUIZZES 3 BY DUA SMILE**
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Quiz Start Time: 07:17 PM

Time Left 86

sec(s)

Question # 1 of 15 (Start time: 07:17:39 PM) Total Marks: 1

Being in conflict with the wrong person, would be the:

Select correct option:

Misattributed conflict

Misaligned conflict

Misplaced conflict

Displaced conflict

Quiz Start Time: 07:17 PM

Time Left 88

sec(s)

Question # 2 of 15 (Start time: 07:18:13 PM) Total Marks: 1

_____ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

Conflict diagnosis

Commercial conflict

Conflict resolution

Systematic conflict

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 3 of 15 (Start time: 07:18:45 PM) Total Marks: 1

Where each disputant believes that the existing conflict is due to a different cause, it is considered as:

Select correct option:

Threats to self-concept & world view

Differing attributions of causation

Differences in conflict orientation

Conflicts over deeply held values

Quiz Start Time: 07:17 PM

Time Left 87

sec(s)

Question # 4 of 15 (Start time: 07:19:42 PM) Total Marks: 1

Note: Solved by VU Askari team students, not by professors.

The main problem with relying on BATNAs is that:

Select correct option:

They are not useful

Using them almost invariably causes conflict to escalate out of control

Using them often leads to poor outcomes

They can sometimes be very expensive or hard to determine accurately

Quiz Start Time: 07:17 PM

Time Left 86

sec(s)

Question # 5 of 15 (Start time: 07:20:54 PM) Total Marks: 1

Which of the following idea is most relevant to the Deutsch's theory?

Select correct option:

Cooperation is less efficient than competition

Cooperation is destructive while competition is constructive

Cooperation is constructive while competition is destructive

Cooperation causes more duplication of effort than competition

Quiz Start Time: 07:17 PM

Time Left 87

sec(s)

Question # 6 of 15 (Start time: 07:22:01 PM) Total Marks: 1

Generation of options for responding in conflictive situation depends upon:

Select correct option:

Creativity

Thinking out of the box

Thinking level of disputants

All of the given options

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 7 of 15 (Start time: 07:22:24 PM) Total Marks: 1

Which of the following is/are always a social stimulus?

Select correct option:

Verbal

Nonverbal

Contextual

All of the given options

Quiz Start Time: 07:17 PM

Time Left 87

sec(s)

Question # 8 of 15 (Start time: 07:22:58 PM) Total Marks: 1

Many disputes over _____ can mask deeper conflicts.

Select correct option:

Law

Fact

Community

Communication

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 9 of 15 (Start time: 07:23:27 PM) Total Marks: 1

A general negative and competitive approach to conflict is generally considered to be:

Select correct option:

Constructive

Cooperative

Destructive

Productive

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 10 of 15 (Start time: 07:23:50 PM) Total Marks: 1

The success of _____ style is dependent upon a free flow of information.

Select correct option:

Self-protectiveness

Mutual & unilateral

Cooperative versus competitive

Usefulness in inducing cooperation

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 11 of 15 (Start time: 07:25:10 PM) Total Marks: 1

The parties in conflict believe they have _____ goals.

Select correct option:

Clear

Compatible

Dependable

Incompatible

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 12 of 15 (Start time: 07:25:44 PM) Total Marks: 1

In a conflict diagram conflict is indicated by _____ with the parties at both ends.

Select correct option:

Circles

Straight lines

One-tailed arrows

A double ended block arrow

Quiz Start Time: 07:17 PM

Time Left 88

sec(s)

Question # 13 of 15 (Start time: 07:26:08 PM) Total Marks: 1

Note: Solved by VU Askari team students, not by professors.

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Ten themes of conflict diagnosis are helpful in:

Select correct option:

Understanding nature of conflict

Making better use of ADR

Resolving conflict

All of the given options

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 14 of 15 (Start time: 07:26:30 PM) Total Marks: 1

In identification of interpersonal conflicts it is necessary to identify the:

Select correct option:

Interests

Disputants

Divergent goals

All of the given options

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 15 of 15 (Start time: 07:26:48 PM) Total Marks: 1

Which of the following is a disagreement or difference of opinion of two persons or two parties?

Select correct option:

Dispute

Collision

Conciliation

Adjudication

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 1 of 15 (Start time: 07:30:25 PM) Total Marks: 1

A conflict which is purely internal and does not involve another person is a(n):

Select correct option:

Interpersonal conflict

Intrapersonal conflict

Interpretive conflict

Not a conflict

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 2 of 15 (Start time: 07:30:43 PM) Total Marks: 1

Which of the following emotion led to more integrative and compromised strategies by the partner?

Select correct option:

Disappointment

Anger

Note: Solved by VU Askari team students, not by professors.

Pride

Guilt

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 3 of 15 (Start time: 07:31:00 PM) Total Marks: 1

The first step to assessing one's best alternative to a negotiated agreement (BATNA) is:

Select correct option:

Assessing the alternatives

Fine tuning the alternatives

Choosing the best alternative

Conducting an interest analysis

Assessing the BATNA

BATNA assessment follows a six-step process.

1. Conduct an Interest Analysis
2. Brainstorm the Alternatives to a Negotiated Agreement
3. Fine-tunes the Alternatives
4. Assess Each Alternative Realistically
5. Choose the best alternative
6. Regularly Reassess the BATNA

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 4 of 15 (Start time: 07:32:05 PM) Total Marks: 1

When a party leader influences on the party members regarding his illegitimate approach on such matters, is one of the examples of:

Select correct option:

Expert power

Coercive power

Referent power

Normative power

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 5 of 15 (Start time: 07:33:08 PM) Total Marks: 1

Of the three levels of trust, _____ trust is the highest level of trust.

Select correct option:

Calculus-based

Experience-based

Knowledge-based

Identification-based

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 6 of 15 (Start time: 07:33:41 PM) Total Marks: 1

Ten themes of conflict diagnosis are helpful in:

Select correct option:

Understanding nature of conflict

Making better use of ADR

Resolving conflict

All of the given options

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 7 of 15 (Start time: 07:33:54 PM) Total Marks: 1

Which of the following statement is true?

Select correct option:

Anger can be used as a tool in negotiation

Meta disputes are generally based on anger

Anger plays a positive role in resolving a conflict

Aggressive style is most appropriate to be adopted in most situations

Anger can be an effective negotiating tool.

Mark McCormack

a) Anger

Anger caused the opponents to place lower demands and to concede more in a zero sum negotiation, but also to evaluate the negotiation less favorably. It provoked both dominating and yielding behaviors of the opponent.

Meta Disputes

Meta-disputes are disputes about the way a conflict is being handled. Unresolved and escalating conflict breeds meta-disputes. More the conflict is complex, more the chances of evolving meta-disputes. The best way to deal with meta-disputes is to prevent them.

A cooperative conflict cycle minimizes meta-disputes through free and open communication.

Disputants can avoid negative attributions of each others behaviors. Meta-disputes generally are based on misunderstandings. Third party or mediator can untangle such misunderstandings.

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 8 of 15 (Start time: 07:34:36 PM) Total Marks: 1

First stage of Erik Erickson's psychosocial development assumes which of the following challenge of individual's life:

Select correct option:

Trust versus mistrust

Initiative versus guilt

Industry versus inferiority

Autonomy versus doubt & shame

Note: Solved by VU Askari team students, not by professors.

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 9 of 15 (Start time: 07:35:06 PM) Total Marks: 1

Conflict is the source of _____ change.

Select correct option:

Personal & social

Political & legal

Hierarchical & political

Global & social

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 10 of 15 (Start time: 07:35:23 PM) Total Marks: 1

The main cause of different conception about a same thing is due to the reason that:

Select correct option:

Education levels are different

Family backgrounds are different

People try to conceive what they want

People have different experiences and beliefs

Quiz Start Time: 07:30 PM

Time Left 87

sec(s)

Question # 11 of 15 (Start time: 07:36:02 PM) Total Marks: 1

The extreme form of conflict is violence and violence generally hurts _____.

Select correct option:

Rich parties

Poor parties

Weaker parties

Stronger parties

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 12 of 15 (Start time: 07:36:17 PM) Total Marks: 1

Which of the following can be happened in revengeful culture?

Select correct option:

It is difficult to resolve conflict through ADR

Vengefulness is a simple issue to resolve conflict

Rigidity of values and fixity of mind are rare

Self worth is not important for people

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 13 of 15 (Start time: 07:36:56 PM) Total Marks: 1

Many disputes over _____ can mask deeper conflicts.

Note: Solved by VU Askari team students, not by professors.

Select correct option:

Law

Fact

Community

Communication

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 14 of 15 (Start time: 07:37:11 PM) Total Marks: 1

Maslow's Needs Theory describes that people need to satisfy different needs which are organized hierarchically and the most basic of these needs is:

Select correct option:

Air, food, shelter & sleep

Love & belongingness

Be a unique individual

Safety & security

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 15 of 15 (Start time: 07:37:29 PM) Total Marks: 1

The success of 'cooperative versus competitive' style is dependent upon:

Select correct option:

Free flow of information

Self-protectiveness

Effective interest analysis

Low concern for self

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 2 of 15 (Start time: 07:42:08 PM) Total Marks: 1

In an interpersonal conflict where a disputant puts so much time, money and energy into the conflict that it seems wasteful to cancel, the impediment to resolution is:

Select correct option:

Over commitment & entrapment

Excluded stakeholders

Jackpot syndrome

Lack of ripeness

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 3 of 15 (Start time: 07:42:54 PM) Total Marks: 1

A disputant would rather gamble on a likely huge loss than pay out a smaller loss is considered as what type of barrier in conflict resolution?

Select correct option:

Jackpot syndrome

Lack of ripeness

Note: Solved by VU Askari team students, not by professors.

Loss aversion

Mistrust

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 4 of 15 (Start time: 07:43:41 PM) Total Marks: 1

During a labor dispute one side accuses the other of unfair practices, is one of the examples of:

Select correct option:

Mistrust

Linkages

Meta-disputes

Unpleasant disputant

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 5 of 15 (Start time: 07:44:38 PM) Total Marks: 1

All of the following are steps which might influence the conflict cycle EXCEPT:

Select correct option:

Establishing ground rules for civility

Pointing out areas of agreement

Using competitive language

Assigning joint tasks

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 6 of 15 (Start time: 07:45:36 PM) Total Marks: 1

Which of the following power is based on superior knowledge to the others?

Select correct option:

Normative power

Referent power

Coercive power

Expert power

Quiz Start Time: 07:42 PM

Time Left 86

sec(s)

Question # 7 of 15 (Start time: 07:45:58 PM) Total Marks: 1

In an interpersonal conflict in which there are disputes about the way a conflict is being handled, the impediment to resolution is:

Select correct option:

Mistrust

Loss aversion

Meta-disputes

Lack of ripeness

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 8 of 15 (Start time: 07:46:33 PM) Total Marks: 1

“The greater the power, the more dangerous the abuse” is quoted by the:

Select correct option:

George Bidault

Edmund Burke

Baines Johnson

Winston Churchill

Quiz Start Time: 07:42 PM

Time Left 87

sec(s)

Question # 9 of 15 (Start time: 07:47:06 PM) Total Marks: 1

_____ are main source of error of interpretation of a stimulus in conflict diagnosis.

Select correct option:

Intentions

Heuristics

Perceptions

None of the given options

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 10 of 15 (Start time: 07:47:27 PM) Total Marks: 1

The American legal system is a(n) _____ process built on the notion that justice is achievable through competition.

Select correct option:

Win-win

Adversarial

Cooperative

None of the given options

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 11 of 15 (Start time: 07:47:48 PM) Total Marks: 1

When there is a group power imbalance, a(n) _____ group is likely to wield or threaten to use coercive power over a low power group.

Select correct option:

Neutral

Low power

High power

Negotiating

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Note: Solved by VU Askari team students, not by professors.

Question # 12 of 15 (Start time: 07:48:26 PM) Total Marks: 1

In what type of conflict, the disputant's duplicate efforts gather information?

Select correct option:

Constructive conflict

Competitive conflict

Cooperative conflict

Destructive conflict

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 13 of 15 (Start time: 07:48:48 PM) Total Marks: 1

Which of the following idea is most relevant to the Deutsch's theory?

Select correct option:

Cooperation is less efficient than competition

Cooperation is destructive while competition is constructive

Cooperation is constructive while competition is destructive

Cooperation causes more duplication of effort than competition

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 14 of 15 (Start time: 07:49:18 PM) Total Marks: 1

_____ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

Conflict diagnosis

Commercial conflict

Conflict resolution

Systematic conflict

Quiz Start Time: 07:42 PM

Time Left 87

sec(s)

Question # 15 of 15 (Start time: 07:49:40 PM) Total Marks: 1

Ten themes of conflict diagnosis are helpful in:

Select correct option:

Understanding nature of conflict

Making better use of ADR

Resolving conflict

All of the given options

Question # 1 of 15 (Start time: 07:59:31 PM) Total Marks: 1

In an interpersonal conflict where a disputant puts so much time, money and energy into the conflict that it seems wasteful to cancel, the impediment to resolution is:

Select correct option:

Over commitment & entrapment

Excluded stakeholders

Jackpot syndrome

Lack of ripeness

Question # 2 of 15 (Start time: 07:59:45 PM) Total Marks: 1

Who are engaged in positional bargaining tends to focus their attention only on the issue represented by the position?

Select correct option:

Agents

Friends

Principals

Disputants

Question # 3 of 15 (Start time: 08:00:03 PM) Total Marks: 1

Who said, “All men have an instinct for conflict, at least all healthy men”

Select correct option:

Martin Luther King

Jorge Washington

Hillarie Belloc

Aristotle

Question # 4 of 15 (Start time: 08:00:44 PM) Total Marks: 1

Which of the following emotion led to more integrative and compromised strategies by the partner?

Select correct option:

Disappointment

Anger

Pride

Guilt

Question # 5 of 15 (Start time: 08:01:52 PM) Total Marks: 1

Which of the following power is based on superior knowledge to the others?

Select correct option:

Normative power

Referent power

Coercive power

Expert power

Question # 6 of 15 (Start time: 08:02:06 PM) Total Marks: 1

An accurate estimate of BATNA:

Select correct option:

Protects disputant from making irrational choices

Allows being unduly pressurized into settlement

Prevents team to accept a deal better than the BATNA

Prevents team to make better choices

Question # 7 of 15 (Start time: 08:03:27 PM) Total Marks: 1

Which of the following statement is true?

Select correct option:

Anger can be used as a tool in negotiation

Meta disputes are generally based on anger

Anger plays a positive role in resolving a conflict

Aggressive style is most appropriate to be adopted in most situations

Question # 8 of 15 (Start time: 08:04:04 PM) Total Marks: 1

The every new information should be included in Sociogram when ever it receives because:

Select correct option:

It may be most important information

It may help to resolve the conflict

It may be the cause of conflict

All of the given options

Question # 9 of 15 (Start time: 08:04:19 PM) Total Marks: 1

After having received social stimuli, people assign meaning to what they have experienced which is known as:

Select correct option:

Interpretation

Perception

Reception

Stimulus

Question # 10 of 15 (Start time: 08:04:44 PM) Total Marks: 1

Inaccurate _____ about how the other feels can lead to conflict.

Select correct option:

Values

Position

Support

Perceptions

Question # 11 of 15 (Start time: 08:05:00 PM) Total Marks: 1

BATNA:

Select correct option:

Causes undue pressure into settlement

Is usually unable to give the disputant a clear picture of how much ability one has to get ones underlying interests and needs met

Protects disputant and his or her team from making irrational choices

Forbids team to accept a deal better than the BATNA

Question # 12 of 15 (Start time: 08:06:11 PM) Total Marks: 1

All of the following are steps which might influence the conflict cycle EXCEPT:

Select correct option:

Note: Solved by VU Askari team students, not by professors.

Establishing ground rules for civility

Pointing out areas of agreement

Using competitive language

Assigning joint tasks

Question # 13 of 15 (Start time: 08:06:32 PM) Total Marks: 1

Which one of the following mainly shows individuals and their relationships to one another?

Select correct option:

Sociomap

Sociogram

Interception

Determination

Question # 14 of 15 (Start time: 08:06:50 PM) Total Marks: 1

“There are two educations; one should teach us how to make a living and the other how to live”, is quoted by:

Select correct option:

John Adams

John Howard

Andrew Simian

Andrew Bernstein

Question # 15 of 15 (Start time: 08:07:37 PM) Total Marks: 1

_____ the sources of conflict can greatly help improve the chances of resolving the conflict.

Select correct option:

Organizing

Understanding

Understanding & conceptually organizing

All of the given options

Quiz Start Time: 08:08 PM Time Left 87

sec(s)

Question # 1 of 15 (Start time: 08:08:40 PM) Total Marks: 1

Processes that combine the attributes of two or more of the major forms of dispute resolution are called:

Select correct option:

Mixed processes

Expert processes

Dynamic processes

Processes evaluation

Note: Solved by VU Askari team students, not by professors.

Quiz Start Time: 08:08 PM Time Left 88 sec(s)

Question # 2 of 15 (Start time: 08:09:15 PM) Total Marks: 1

Which type of trust is founded on information?

Select correct option:

Calculus-based trust

Productive-based trust

Knowledge-based trust

Identification-based trust

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 3 of 15 (Start time: 08:09:48 PM) Total Marks: 1

Which one of the following statement is most relevant to the BATNA?

Select correct option:

Gives the disputant a clear picture of how much ability one has to get ones underlying interests and needs met

Is unable to protect disputant and his or her team from making irrational choices

Forbids team to accept a deal better than the BATNA

Cause undue pressure into settlement

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 4 of 15 (Start time: 08:10:50 PM) Total Marks: 1

In identification of interpersonal conflicts it is necessary to identify the:

Select correct option:

Interests

Disputants

Divergent goals

All of the given options

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 5 of 15 (Start time: 08:11:10 PM) Total Marks: 1

Who said, "If you are a master, be some time blind; if a servant, sometimes deaf"?

Select correct option:

Robert Gaits

Note: Solved by VU Askari team students, not by professors.

Robert Frost
Thomas Millar
Thomas Fuller

Quiz Start Time: 08:08 PM Time Left 89
sec(s)

Question # 6 of 15 (Start time: 08:11:46 PM) Total Marks: 1
_____ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

Conflict diagnosis

Commercial conflict
Conflict resolution
Systematic conflict

Quiz Start Time: 08:08 PM Time Left 89
sec(s)

Question # 7 of 15 (Start time: 08:12:04 PM) Total Marks: 1
The diagram which is designed to show the relationships among the various aspects of the participants' interest is known as a/an:
Select correct option:

Family tree
Interest tree
Diagrammatic
Interest picture

Quiz Start Time: 08:08 PM Time Left 89
sec(s)

Question # 8 of 15 (Start time: 08:12:22 PM) Total Marks: 1
In an interpersonal conflict where a disputant feels s/he has insufficient power in the relationship, the impediment to resolution is:
Select correct option:

Disempowered disputant
Excluded stakeholders
Jackpot syndrome
Loss aversion

Quiz Start Time: 08:08 PM Time Left 88
sec(s)

Question # 9 of 15 (Start time: 08:13:15 PM) Total Marks: 1

A disputant would rather gamble on a likely huge loss than pay out a smaller loss is considered as what type of barrier in conflict resolution?

Select correct option:

Jackpot syndrome

Lack of ripeness

Loss aversion

Mistrust

Quiz Start Time: 08:08 PM Time Left 83

sec(s)

Question # 10 of 15 (Start time: 08:13:38 PM) Total Marks: 1

People confronted with conflict in our culture typically react by seeing the situation as a _____ where there can only be one winner.

Select correct option:

Opportunity for change

Win-win situation

Competition

Positive

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 11 of 15 (Start time: 08:14:14 PM) Total Marks: 1

The success of 'cooperative versus competitive' style is dependent upon:

Select correct option:

Free flow of information

Self-protectiveness

Effective interest analysis

Low concern for self

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 12 of 15 (Start time: 08:14:50 PM) Total Marks: 1

Personal power and environmental power are relevant in which stage of BATNA assessment?

Select correct option:

Conduct an Interest Analysis

Brainstorm the Alternatives to a Negotiated Agreement

Fine-tunes the Alternatives

Note: Solved by VU Askari team students, not by professors.

Assess Each Alternative Realistically

Quiz Start Time: 08:08 PM Time Left 88 sec(s)

Question # 13 of 15 (Start time: 08:15:55 PM) Total Marks: 1

“There are two educations; one should teach us how to make a living and the other how to live”, is quoted by:

Select correct option:

John Adams

John Howard

Andrew Simian

Andrew Bernstein

Quiz Start Time: 08:08 PM Time Left 88 sec(s)

Question # 14 of 15 (Start time: 08:16:15 PM) Total Marks: 1

In assessing the BATNA:

Select correct option:

We can access BATNA in any order

Interest analysis comes after choosing the alternative of ways of negotiation

Fine-tunes the alternatives comes after the realistic assessment of each alternative

Brainstorming the alternatives to a negotiated agreement comes before regular assessment of BATNA

Quiz Start Time: 08:08 PM Time Left 89 sec(s)

Question # 15 of 15 (Start time: 08:17:40 PM) Total Marks: 1

Conflict is the source of _____ change.

Select correct option:

Personal & social

Political & legal

Hierarchical & political

Global & social

Question # 1 of 15 (Start time: 08:29:02 PM) Total Marks: 1

Trust, based on a calculation, comparing the costs and benefits of creating and sustaining a relationship with the costs and benefits of severing it, is the form of which type of trust?

Select correct option:

Note: Solved by VU Askari team students, not by professors.

Calculus-based trust

Productive-based trust
Knowledge-based trust
Identification-based trust

Question # 2 of 15 (Start time: 08:29:28 PM) Total Marks: 1

Which of the following idea is most relevant to the Deutsch's theory?

Select correct option:

Cooperation is less efficient than competition

Cooperation is destructive while competition is constructive

Cooperation is constructive while competition is destructive

Cooperation causes more duplication of effort than competition

Question # 3 of 15 (Start time: 08:30:08 PM) Total Marks: 1

The parties in conflict believe they have _____ goals.

Select correct option:

Clear

Compatible

Dependable

Incompatible

Question # 4 of 15 (Start time: 08:30:36 PM) Total Marks: 1

Which of the following provides a rigorous and clear framework for understanding and appreciating the multiple facets of any conflict?

Select correct option:

Commercial conflict

Conflict resolution

Conflict diagnosis

Systematic conflict

Question # 5 of 15 (Start time: 08:30:59 PM) Total Marks: 1

Who said that "It is essential to the sanity of mankind that each should think the other crazy..."?

Select correct option:

Walt Kelly

Neil Johnson

Hillarie Belloc

Emily Dickinson

Question # 6 of 15 (Start time: 08:31:27 PM) Total Marks: 1

"The greater the power, the more dangerous the abuse" is quoted by the:

Select correct option:

George Bidault

Edmund Burke

Baines Johnson

Winston Churchill

Note: Solved by VU Askari team students, not by professors.

Question # 7 of 15 (Start time: 08:32:10 PM) Total Marks: 1

In assessing the BATNA:

Select correct option:

We can access BATNA in any order

Interest analysis comes after choosing the alternative of ways of negotiation

Fine-tunes the alternatives comes after the realistic assessment of each alternative

Brainstorming the alternatives to a negotiated agreement comes before regular assessment of BATNA

Question # 8 of 15 (Start time: 08:33:02 PM) Total Marks: 1

A dispute in which some of the contentions can be expressed as a cause of action or as a defense to a cause of action is known as:

Select correct option:

War

Collision

Legal dispute

Fender-Bender

Question # 9 of 15 (Start time: 08:33:33 PM) Total Marks: 1

Many conflictive situations have more than one _____.

Select correct option:

Agency conflict

Personal conflict

Interpersonal conflict

Intrapersonal conflict

Question # 10 of 15 (Start time: 08:33:54 PM) Total Marks: 1

Efforts to apply alternative blueprints largely fail because:

Select correct option:

There is little support from others

People lack proficiency in using new tools

People try to use old tools to address alternative blueprints

All of the given options

Question # 11 of 15 (Start time: 08:34:15 PM) Total Marks: 1

Processes that combine the attributes of two or more of the major forms of dispute resolution are called:

Select correct option:

Mixed processes

Expert processes

Dynamic processes

Processes evaluation

Question # 12 of 15 (Start time: 08:34:34 PM) Total Marks: 1

Which of the following is a disagreement or difference of opinion of two persons or two parties?

Note: Solved by VU Askari team students, not by professors.

Select correct option:

Dispute

Collision
Conciliation
Adjudication

Question # 13 of 15 (Start time: 08:34:52 PM) Total Marks: 1

In what type of conflict, the disputant's duplicate efforts gather information?

Select correct option:

Constructive conflict

Competitive conflict

Cooperative conflict
Destructive conflict

Question # 14 of 15 (Start time: 08:35:33 PM) Total Marks: 1

A common conflict between brothers & sisters is known as:

Select correct option:

Blood relation conflict

In-house conflict

Sibling rivalry

Mutual rivalry

Question # 15 of 15 (Start time: 08:35:56 PM) Total Marks: 1

BATNA is an abbreviation of:

Select correct option:

Best Alternative to a Negotiated Argument

Best Alternative to a Negotiated Assignment

Best Alternative to a Negotiated Arrangement

Best Alternative to a Negotiated Agreement

Quiz Start Time: 08:47 PM Time Left 88

sec(s)

Question # 1 of 15 (Start time: 08:47:32 PM) Total Marks: 1

Usually the sources of conflict are _____ and many of them are _____.

Select correct option:

Multiple, hidden

Multiple, obvious

Less than 5, hidden

Less than 5, obvious

Quiz Start Time: 08:47 PM Time Left 89

sec(s)

Note: Solved by VU Askari team students, not by professors.

Question # 2 of 15 (Start time: 08:47:56 PM) Total Marks: 1

Which type of trust is founded on information?

Select correct option:

Calculus-based trust

Productive-based trust

Knowledge-based trust

Identification-based trust

Quiz Start Time: 08:47 PM Time Left 87

sec(s)

Question # 3 of 15 (Start time: 08:48:23 PM) Total Marks: 1

The theorists who developed this model proposed five basic negotiation styles which include all of the following EXCEPT:

Select correct option:

Dominating

Avoiding

Obliging

Settling

Quiz Start Time: 08:47 PM Time Left 89

sec(s)

Question # 4 of 15 (Start time: 08:48:49 PM) Total Marks: 1

_____ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

Conflict diagnosis

Commercial conflict

Conflict resolution

Systematic conflict

Quiz Start Time: 08:47 PM Time Left 80

sec(s)

Question # 5 of 15 (Start time: 08:49:10 PM) Total Marks: 1

Of the three levels of trust, _____ trust is the highest level of trust.

Select correct option:

Calculus-based

Experience-based

Knowledge-based

Identification-based

Note: Solved by VU Askari team students, not by professors.

Quiz Start Time: 08:47 PM Time Left 78 sec(s)

Question # 6 of 15 (Start time: 08:49:39 PM) Total Marks: 1
Who said, "If you are a master, be some time blind; if a servant, sometimes deaf"?
Select correct option:

Robert Gaits
Robert Frost
Thomas Millar
Thomas Fuller

Quiz Start Time: 08:47 PM Time Left 88 sec(s)

Question # 7 of 15 (Start time: 08:50:16 PM) Total Marks: 1
The faulty perceptions that arise during conflicts are usually thought as:
Select correct option:

Obscure
Obvious
Uncertain
Ambiguous

Quiz Start Time: 08:47 PM Time Left 89 sec(s)

Question # 8 of 15 (Start time: 08:50:40 PM) Total Marks: 1
In a conflict diagram participants are indicated by:
Select correct option:

Double-ended block arrow
One-tailed arrows
Straight lines
Circles

Quiz Start Time: 08:47 PM Time Left 89 sec(s)

Question # 9 of 15 (Start time: 08:50:59 PM) Total Marks: 1
Focusing only on resource aspects of a conflict leads to:
Select correct option:

Zero-sum thinking

A cooperative approach to resolution

A competitive approach to resolution

Zero-sum thinking & competitive approach to resolution

Quiz Start Time: 08:47 PM Time Left 89
sec(s)

Question # 10 of 15 (Start time: 08:52:25 PM) Total Marks: 1

Various negative emotions affect negotiation outcomes. The most common negative emotion identified by the researchers is:

Select correct option:

Fear

Anger

Anxiety

Rage

Quiz Start Time: 08:47 PM Time Left 89
sec(s)

Question # 11 of 15 (Start time: 08:52:52 PM) Total Marks: 1

A dispute in which some of the contentions can be expressed as a cause of action or as a defense to a cause of action is known as:

Select correct option:

War

Collision

Legal dispute

Fender-Bender

Quiz Start Time: 08:47 PM Time Left 88
sec(s)

Question # 12 of 15 (Start time: 08:53:14 PM) Total Marks: 1

Which of the following is the least intrusive of third-party processes?

Select correct option:

Arbitration

Negotiation

Conciliation

Adjudication

Quiz Start Time: 08:47 PM Time Left 89
sec(s)

Question # 13 of 15 (Start time: 08:53:53 PM) Total Marks: 1

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Which of the following power is the flip side of Coercive power?

Select correct option:

Reward/exchange power

Normative power

Coercive power

Referent power

Quiz Start Time: 08:47 PM Time Left 88
sec(s)

Question # 14 of 15 (Start time: 08:54:23 PM) Total Marks: 1

In which of the following people who take a position, particularly when they do so publicly paint themselves into a corner?

Select correct option:

Communication

Negotiation

Publication

Bargaining

Quiz Start Time: 08:47 PM Time Left 90
sec(s)

Question # 15 of 15 (Start time: 08:54:56 PM) Total Marks: 1

“The greater the power, the more dangerous the abuse” is quoted by the:

Select correct option:

George Bidault

Edmund Burke

Baines Johnson

Winston Churchill

Note: Solved by VU Askari team students, not by professors.

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